

Discover Yourself & Understand Others Using MBTI

Full day
Management
Master Class



- ✓ Learn How Your Personality Profile affects the way you make decision
- ✓ Develop your ability to manage the different personalities in your team
- ✓ Design strategies for building more effective team relationships

Learning to understand your own strengths and preferences and those of other people by using the Myers Briggs Type Indicator (MBTI)



QAMAR CONSULTING
Discovering Potential & Optimizing Performance

Qamar Consulting

Premier Personality Assessment (MBTI) and Type Based
Soft Skills Training Company in Pakistan

Copyright © Qamar Consulting

Email: qamar.consulting@gmail.com

website: www.qamarconsulting.com

Cell: 0321 - 8944246

Discover Yourself & Understand Others Using MBTI



Overview:

The MBTI was developed by Katherine C Briggs and Isabel Briggs Myers and is based on Carl Jung's theory of 'Psychological Types'. The system consists of sixteen profiles. Knowing your own profile allows you to appreciate your natural strengths and any possible weakness or 'blind spots'. There is, of course, no perfect type so by gaining an awareness and appreciation of other people's strengths and preferences it is possible to become a better leader, manager or team player as you take into account individual contributions and work more effectively.

Learning Objectives:

- ✓ Understand your own personality profile
- ✓ Gain an insight into what "types" of people are in your team and the strengths they bring to the team
- ✓ Identify the dominant profiles
- ✓ Consider how you can improve your effectiveness
- ✓ Reflect on how others might perceive your team

Who should attend?

This is a fast paced, intensive & interactive full day workshop is ideal for any person who has to work extensively with other people (e.g managers, team leaders, project managers, sales people, account managers, business partners etc.)



QAMAR CONSULTING
Discovering Potential & Optimizing Performance

Qamar Consulting

Premier Personality Assessment (MBTI) and Type Based
Soft Skills Training Company in Pakistan

Copyright © Qamar Consulting

Email: qamar.consulting@gmail.com

website: www.qamarconsulting.com

Cell: 0321 - 8944246

Pre Workshop Preparation



Myers-Briggs Type Indicator®
Interpretive Report

How Your Responses Indicate Your Type: ENFP

When you completed the MBTI assessment, you made choices on four dichotomies, each of which is made up of two opposite preferences:

Where you focus your attention	Extraversion (E)	or	Introversion (I)
The way you take in information	Sensing (S)	or	Intuition (N)
The way you make decisions	Thinking (T)	or	Feeling (F)
How you deal with the outer world	Judging (J)	or	Perceiving (P)

Although everyone uses all eight of these preferences, people find one preference in each pair more interesting or comfortable than its opposite. Think of your choices as somewhat like being right- or left-handed. Both hands are valuable, but most people reach first with the hand they prefer. They usually use that hand more often and become more skillful with it. In the same way, your type preferences are choices between equally valuable and useful qualities.

Your responses to the MBTI instrument indicate that you expressed preferences for ENFP, as shown in the chart below and described further in the pages that follow.

Reported Type: ENFP

Where you focus your attention E Extraversion People who prefer Extraversion tend to relate easily to the outer world of people and things.	I Introversion People who prefer Introversion tend to relate easily to the inner world of ideas and imaginations.
The way you take in information S Sensing People who prefer Sensing tend to be interested in what the five senses show them—what exists in the present.	N Intuition People who prefer Intuition tend to use their imagination to see new possibilities and insights—focusing on the future.
The way you make decisions T Thinking People who prefer Thinking tend to base decisions on objective analysis and logic.	F Feeling People who prefer Feeling tend to base decisions on values and people-centered concerns.
How you deal with the outer world J Judging People who prefer Judging tend to like to have things decided; life is likely to be planned and orderly.	P Perceiving People who prefer Perceiving tend to not want to miss anything; life is likely to be spontaneous and flexible.

In advance of the workshop participants will be asked to complete an on-line version of the MBTI. The full report will be fed back to them during the full-day workshop



Workshop Content

Understanding the MBTI

Looking at the four scales that combine to make up the sixteen possible MBTI personality profiles.

- ✓ Where you focus your attention - Extrovert or Introvert
- ✓ The way you take in information - Sensing or Intuition
- ✓ The way you make decisions - Thinking or Feeling
- ✓ How you deal with the outer world - Judging or Perceiving

Whats my type... whats your type?

- ✓ Self-assessment against the four main MBTI scales
- ✓ Feedback on your preferences from the completed questionnaire

Understanding your preferences

- ✓ Thinking about the strengths and weaknesses that might be suggested by your profile
- ✓ Considering how to maximise the strengths
- ✓ Assessing how to minimize or address possible weakness

Team Type

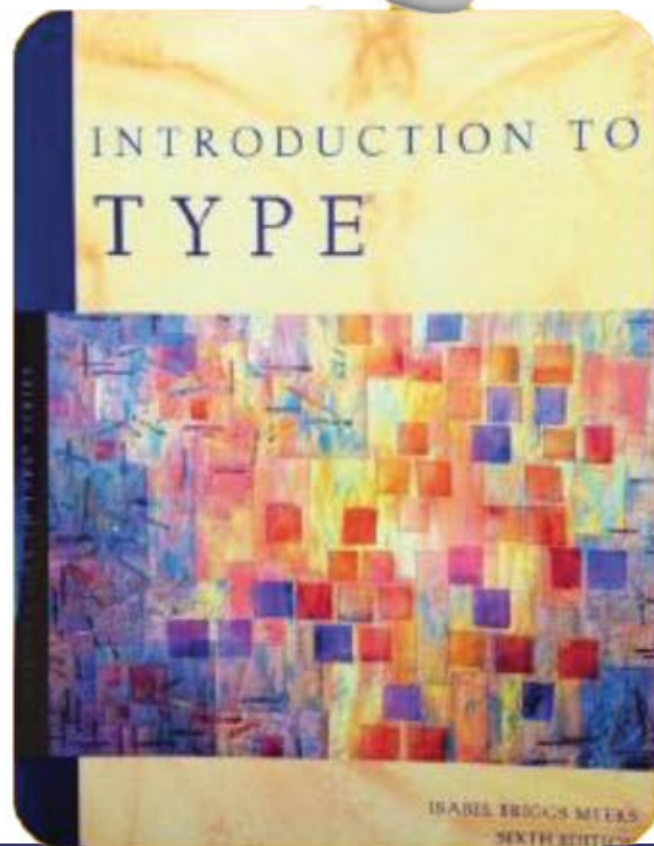
- ✓ Evaluating what type of team you have
- ✓ How to apply the MBTI theory to running projects presenting to important clients; engaging team members
- ✓ Finding ways to manage personality clashes based on an understanding of people's profile



Workshop Content

Learning & action planning

- ✓ Capturing & summarizing key lecture points
- ✓ Creating plans to apply the learning into the workplace





Course Facilitator.

Dr. Qamar-ul-Hassan is a certified MBTI (Myers-Briggs Type Indicator), FIRO-B® (Fundamental Interpersonal Relations Orientation-Behavior™) and MMTIC (Murphy-Meisgeier Type Indicator for Children) Practitioner, a pioneer and one of the leading experts on “Personality Type and Type Based Performance Improvement Solutions” in the region. Discovering human potential and optimizing performance of people while working by themselves or within teams in the organizations summaries what he does and is passionate for. Two words: UNDERSTAND and IMPROVE (for sustained behavioral change) best describe his thinking and the work he is been doing since 2005 with different

institutions, organizations and individuals. He has been working with organizations, corporate professionals, academics, students and doctors in the areas of leadership and management development, career management, employee retention, team building, and training in effectiveness to promote better understandings for improved performance. He has over 16 years of experience of consulting, training, counseling and research. He has successfully implemented Type (MBTI) based performance improvement solutions in many organizations and institutions in Pakistan. He has trained professionals from numerous organizations like National Bank, CDC, Merck Pharma, TCS, Hinopak Motors, Sui Southern Gas Company, Tradekey, Macter, PharmEvo, Novartis, Business Beam, PSEB, DPL, NUST, Iqra, Generations, Cadet College, SPS, FBR, Packages, AKU, PILL, SuperTech, Abbot, Martin Dow, Getz, GSK, Engro, Mobilink, MCB, DUHS, Philip Morris, HANDS, and many more. He has also participated and presented his research work at international conferences in Dubai, Cairo and Chennai. Dr. Qamar is a medical doctor with .special interest In Psychiatry, Psychology and Research

Highlights Of Previous Sessions



Look who is learning with Dr. Qamar



Here's What Past Participants Say about Dr- Qamar



Philip Morris

We engaged Dr. Qamar as part of an over all team building exercise for the top management team, and found the MBTI services to be extremely valuable and insightful in building enhanced preserves and understanding of our personality types both as an individual and overall team.

David Lawrie

Director Human Resources

Philip Morris (Pakistan) Limited



NUST

MBTI workshop is amazingly successful method in identifying personality traits and then working on in improving the key traits to make your life successful. Dr. Qamar has done tremendous working in inspiring young's mind at NUST SEECS Islamabad"

*Dr. Arshad Ali - Director General NUST
seeCS*



HINO PAK

IT was an excellent initiative, Dr. Qamar-ul-Hassan in-depth knowledge of MBTI as a psychometric tool has helped us to gain a greater insight and understanding of this instrument. The MBTI assessment workshops we have had for our employees have opened the doors of self-awareness which is helping them understand not just there own selves, but others also; professionally and personally both"

HinoPak Motors Limited



QAMAR CONSULTING
Discovering Potential & Optimizing Performance

Further Information:

E-mail: qamar.consulting@gmail.com

Telephone: 0092-321-8944246

Website: www.qamarconsulting.com